



Manufacturing Program BusinessLINC*

The City of Tucson's Office of Economic Development (OED) has received a U.S. Small Business Administration (SBA) BusinessLINC grant to promote proactive retention and expansion activity that targets increasing profits for Southern Arizona businesses. The focus of the BusinessLINC support effort is three fold:

- 1) Seek out and cultivate local, national, and international buyer/seller relationships for Southern Arizona businesses;
- 2) Facilitate access to a broad range of professional expertise including business development services and individual coaching that targets specific areas of need;
- 3) Profile regional businesses, products and services and aggressively maintain an interactive business-to-business database.

The BusinessLINC program provides administrative and field support personnel that will interface one-to-one with Southern Arizona businesses. Support team efforts will include collection of relevant sales and procurement information. Analysis of participating businesses should result in the discovery of strengths and opportunities that may impact their competitiveness, and ultimately their bottom line results. Further utilization of this knowledge-base will enable our field personnel to proactively seek out and cultivate new or expanded buyer/seller relationships for these Southern Arizona businesses. Program support efforts will also focus on promoting and facilitating the creation of mutually beneficial relationships between large and small businesses as well as service providers within our region.

Although the five-year grant program will initially concentrate its efforts in the Tucson (Pima County) region, it is expected to expand into Pinal, Yuma, Cochise and Santa Cruz counties in the near future.

For further BusinessLINC information and/or program participation requirements, please contact Lee Smith at (520) 791-5093.

**The U.S. Small Business Administration (SBA) Cooperative Agreement is partially funded by the SBA. SBA's funding is not an endorsement of any products, opinions, or services. All SBA funded programs are extended to the public on a nondiscriminatory basis*

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